

Message Text

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ORIGIN NEA-10

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DRAFTED BY NEA/ARP:PDMOLINEAUX

APPROVED BY NEA/ARP:FMDICKMAN

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R 060110Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY MUSCAT

C O N F I D E N T I A L STATE 132188

STADI////////////////////

E.O. 11652: GDS

TAGS: BEXP, BGEN, MU

SUBJECT: PRICING OF PIPES

REF: MUSCAT 629

1. US STEEL GIVES APPROXIMATE EXPORT PRICE QUOTATIONS
(ALL PER 100 FT.) AS FOLLOWS:

DIAMETER THICKNESS CHARACTERISTICS SEPT 74 CURRENT DROP

10 3/4"	0.219"	ELECTRIC WELD	\$721	\$481	33
		PROCESS, GRADE			
		B, BLACK, PLAIN			
		END BEVEL			

10 3/4	0.307	SEAMLESS PRO-	\$1382	\$940	32
		CESS			

8 5/8	0.188	ELECTRIC WELD	\$509	\$338	34
		PROCESS, GRADE			
		B, BLACK, PLAIN			

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END BEVEL

THIS DATA SUGGESTS PRICE DROP LESS THAN THAT CLAIMED BY KAISER, BUT MORE THAN THAT BELIEVED BY SHARIF LOTFY.

2. BETHLEHEM STEEL IS WILLING PROVIDE DATA, BUT ONLY IF PRECISE CHARACTERISTICS STATED, TO INCLUDE: 1) GRADE, 2) TYPE OF FINISH, 3) TYPE OF ENDINGS, 4) TYPE OF JOINT FABRICATION. PLEASE ADVISE IF DATA DESIRED.

3. MARKET APPEARS TO HAVE BEEN HIGHLY ERRATIC IN RECENT MONTHS, DUE TO UNCERTAINTY AS TO FUTURE OF OIL MARKET. FIGURES GIVEN ABOVE REFLECT SUBSTANTIAL DROP IN PRICES BETWEEN SEPT 74 AND PRESENT, YET BUREAU OF LABOR STATISTICS REPORT ON A REPRESENTATIVE TYPE PIPE SHOWS INCREASE FROM \$368 IN SEPT 74 TO \$442 IN FEB 75. US STEEL REPRESENTATIVE COMMENTED THAT A NUMBER OF FALL 74 PURCHASERS HAVING DIFFICULTY RESELLING AT PRESENT TIME. NO EXPERTS WILLING VENTURE OPINIONS ON HOW MARKET MIGHT DEVELOP IN COMING MONTHS. KISSINGER

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